

Suhani Verma

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EDUCATION

Birla Institute of Technology and Science, Pilani

MSC in Physics & BE in Chemical Engineering

Hyderabad, Telangana

Expected May 2029

Sacred Heart Sr Secondary School

Indian School Certificate (ISC), Pre-Engineering (92%)

Dharamshala, Himachal Pradesh

May 2023

Sacred Heart Sr Secondary School

Indian Certificate of Secondary Education (ICSE) (97%)

Dharamshala, Himachal Pradesh

May 2021

EXPERIENCE

Product Intern

April 2026-June 2026

Kalpi AI

Remote

- Led the full revamp of the Kalpi Portfolio Analyser, reducing user-reported navigation difficulty from 50% to under 6% by identifying and mapping core usability problems across the analyser and driving end-to-end fixes through PRDs, UX brief, and design handoff
- Identified where users stalled across the journey by tracking retention, DAU/MAU, and funnel drop-offs using Mixpanel.
- Built a structured feedback loop from user pain signals to shipped features by connecting benchmarking, PRD, design handoff, and Mixpanel validation end to end.
- Built end-to-end process automations in n8n eliminating by designing a webhook-triggered invoice pipeline with payload validation, error handling, and idempotency logic, and a LinkedIn lead generation flow using Apify and Apollo.io to auto-scrape, enrich, and log verified prospects to Google Sheets, with structured data managed across SQL and PostgreSQL databases
- Built an AI-powered YouTube engagement system to grow Kalpi's brand presence by orchestrating a 3-workflow pipeline that fetches 144 videos/day across targeted keywords, generates contextually relevant comments via Gemini AI, and auto-posts within YouTube API quota limits, with all workflow state and logs persisted in PostgreSQL

Product Intern

November 2025 – Present

Ninja Hire

Remote

- Grew user signups by improving how new users discover, try, and get value from the product by mapping the acquisition funnel and optimizing activation touchpoints
- Built the first version of the web product from scratch to test and validate the idea faster by rapid prototyping and iterative sprint-based delivery
- Found where users were dropping off and fixed those points using free trials, demos, and better entry flows to get more users to stay and convert by running funnel drop-off analysis and implementing retention loops
- Owned the lead generation page and signup flow end to end, continuously improving it to turn more visitors into users by running A/B tests and conversion rate optimization experiments

Product Intern

June 2025 – December 2025

LiaPlus AI

Remote

- Improved call completion rate by 20% by optimizing LLM model selection by benchmarking and evaluating Phi-4 vs. LLaMA for production fit.
- Boosted lead conversion by 15% by improving model reliability — by systematically identifying and mapping 30+ edge cases during testing
- Increased onboarding completion and reduced support queries by 85% by simplifying how users move through the product by redesigning end-to-end user flows in Figma based on full customer journey mapping

Associate Product Manager

March 2025 – April 2025

Natureship Foods

Remote

- Led end-to-end website development including content strategy, UI/UX, and information architecture for an e-commerce launch

SKILLS

Product & Design: Wireframing, Figma, n8n, Miro, Adobe XD

Technical: Python, SQL, Java, C/C++, WordPress, Git, Power BI

Marketing: Digital Marketing, SEO, Social Media, Content Marketing

Soft Skills: Strategic Thinking, User Empathy, Communication, Analytical Thinking